




Invoice No.: IND-1015-0007-Revised

Sold To:
Indiana State Department of Health
ATTN: Finance /Purchasing, 2C
2 N. Meridian Street
Indianapolis, IN 46204

Invoice Date: 5/31/2016
Order Number: 0015523208
Fund: 61910/571513 / 305000

Description of Services
Personal Services

Federal ID: 23-2868660
Contract Period: 10/1/2015 - 9/30/2016
Contract Amount: \$3,500,000.00
Contract Number: A70-5-041137
Date of Services: 4/1/2016 - 4/30/2016
Payment requested for: Real Alternatives, Inc.
Description of Services and Total Paid: \$ 595,468.88
See attached detailed charges required
by ISDH program
Project Code: N/A
Activity Code: N/A


Vendor's signature


Date



STANDARDS FOR
EXCELLENCE
Accredited under the
Pennsylvania Association
of Nonprofit Organizations
Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112
717-541-1112 (V) 717-541-9713 (F)
www.RealAlternatives.org • www.LoveFacts.org • www.ConcernedParents.com

Attachment B: Budget
 Real Alternatives, Inc. A70-5-041137
 Indiana Pregnancy & Support Services Program
 October 1, 2015 - September 30, 2016

Expense Type	Budget Cat	Expense Detail	Budgeted Cost	Actual Expenses YTD-Mar 2016	Actual Cost Apr-16	Actual Expenses YTD-Apr 2016	Remaining Cost May 2016 to Sep-2016
Administrative Salary		President & CEO	\$58,000.00	24,565.04	1,514.85	26,079.89	\$31,920.11
Administrative Salary		VP of Administration	\$13,000.00	5,703.20	1,080.35	6,783.55	\$6,216.45
Administrative Salary		Assistant Director of Finance	\$0.00	-	\$0.00	-	\$0.00
Administrative Salary		Senior Accountant	\$3,000.00	1,491.41	\$312.63	1,804.04	\$1,195.96
Administrative Salary		Junior Accountant	\$2,000.00	-	-	-	\$2,000.00
Administrative Salary		Bookkeeper	\$3,000.00	384.39	\$107.82	492.21	\$2,507.79
Services - Salary		VP of Operations	\$45,000.00	11,657.34	\$717.07	12,374.40	\$32,625.60
Services - Salary		Indiana Services Director	\$47,000.00	-	-	-	\$47,000.00
Services - Salary		Service Coordinator	\$4,000.00	2,759.81	\$391.97	3,151.78	\$808.22
Services - Salary		Services Assistant	\$5,000.00	1,893.50	\$196.76	2,090.26	\$2,909.74
Services - Salary		Billing Coordinator	\$5,000.00	1,777.80	\$102.00	1,879.80	\$3,120.20
Services - Salary		Service Provider Approval	\$6,000.00	1,275.51	\$4.50	1,280.01	\$4,719.99
Services - Salary		Service Provider Monitoring	\$5,000.00	14.41	-	74.41	\$4,925.59
Services - Salary		Hotline Coordinator	\$4,000.00	294.77	\$45.30	340.07	\$3,659.93
		Subtotal	\$100,000.00	\$51,749.13	\$4,496.79	\$56,245.92	\$133,754.08
Administrative Fringe		Unused Sick	\$0.00	-	-	-	\$0.00
Services - Fringe		Unused Sick	\$0.00	-	-	-	\$0.00
Administrative Fringe		Payroll Taxes	\$6,500.00	1,665.80	\$221.93	1,887.73	\$4,612.27
Services - Fringe		Payroll Taxes	\$6,500.00	1,383.44	\$126.21	1,509.64	\$4,990.36
Administrative Fringe		Workers' Comp	\$300.00	107.42	\$11.23	118.65	\$181.35
Services - Fringe		Workers' Comp	\$300.00	87.90	\$9.74	97.64	\$202.36
Administrative Fringe		Pension	\$3,750.00	691.79	\$65.87	757.66	\$3,092.34
Services - Fringe		Pension	\$3,750.00	443.98	\$38.42	482.40	\$3,267.60
Administrative Fringe		Employee Group Ins	\$13,000.00	5,817.53	\$639.81	6,457.34	\$6,542.66
Services - Fringe		Employee Group Ins	\$13,000.00	3,299.45	\$388.21	3,687.66	\$9,312.34
		Subtotal	\$46,050.00	\$13,712.30	\$1,496.87	\$15,211.07	\$29,838.93
Administrative Travel		Travel/Lodging	\$500.00	-	-	-	\$500.00
Services - Travel		Travel	\$10,500.00	-	-	-	\$10,500.00
		Subtotal	\$10,500.00	\$0.00	\$0.00	\$0.00	\$10,500.00
Administrative Supplies		Office Expense	\$91,700.00	1,279.49	\$246.92	1,526.41	\$90,173.59
Administrative Supplies		Computer Resources/Upgrade	\$25,000.00	-	-	-	\$25,000.00
Services - Supplies		Client Education Materials	\$125,000.00	3,961	\$34,954.84	34,958.44	\$90,041.56
Services - Supplies		Pregnancy Test Kits	\$0.00	382.48	\$318.10	700.58	\$381.42
		Subtotal	\$236,700.00	\$1,675.40	\$65,548.86	\$67,224.35	\$149,475.65
Administrative Contracts		Accounting/IT/Legal consulting	\$20,000.00	324.48	\$308.00	632.48	\$19,367.52
Administrative Contracts		Auditing	\$3,500.00	1,316.83	\$137.89	1,454.72	\$2,045.28
Administrative Contracts		Copier Service Contracts	\$500.00	180.24	\$35.85	216.09	\$283.91
Services - Contracts		Client Service Providers	\$2,412,500.00	\$84,936.09	\$728,040.12	728,066.15	\$1,684,433.84
Services - Contracts		Meetings/Seminars/Conferences	\$7,300.00	-	-	-	\$7,300.00
Services - Contracts		Sponsorship Advertising	\$400,000.00	19,306.81	\$573,601.18	592,917.99	\$397,082.01
Services - Contracts		Service Provider Database Consulting	\$15,000.00	2,877.90	\$492.75	3,370.65	\$11,629.35
		Subtotal	\$2,943,500.00	\$668,707.90	\$502,726.79	\$1,161,434.75	\$1,782,065.25
Administrative Other		Professional Development	\$2,000.00	512.37	\$115.25	1,027.62	\$972.38
Administrative Other		Job advertising	\$500.00	-	-	-	\$500.00
Administrative Other		New employee screening	\$250.00	-	-	-	\$250.00
Administrative Other		Postage/Shipping	\$15,000.00	580.32	\$132.67	692.99	\$14,307.01
Administrative Other		Rent	\$48,000.00	4,474.25	\$440.04	4,914.29	\$43,085.71
Administrative Other		Telephone Service	\$3,500.00	923.93	\$364.64	1,278.57	\$2,221.43
Administrative Other		General Business Liability Ins.	\$750.00	196.63	\$20.56	217.19	\$532.81
Administrative Other		Insurance - Directors & Officers	\$1,250.00	479.16	\$50.10	529.26	\$720.74
Services - Other		Toll Free Referral System	\$1,000.00	309.40	\$64.31	393.71	\$606.29
Services - Other		Contract Database Cost	\$0.00	-	-	-	\$0.00
		Subtotal	\$74,250.00	\$7,856.06	\$1,197.57	\$9,053.63	\$65,196.37
		Administrative	\$313,000.00	\$1,279.28	\$5,816.41	\$7,096.60	\$256,903.31
		Services	\$9,187,000.00	\$582,421.56	\$583,852.47	\$1,272,074.03	\$1,014,925.97
		Total	\$3,500,000.00	\$733,700.84	\$595,468.88	\$1,329,169.72	\$2,170,830.28

Real Alternatives
Actual Administrative Expenses
Indiana: Fiscal Year 2015-16

Cost Category	Budgeted Dollars	Actual Expenses	Actual Expenses	Actual Expenses	Remaining Cost
Personnel		YTD-Mar 2016	Apr-16	YTD-Apr 2016	May 2016 to Sep-2016
President & CEO	\$58,000.00	\$ 24,565.04	\$ 1,514.85	\$ 26,079.89	\$31,920.11
VP of Administration	\$13,000.00	\$ 5,703.20	\$ 1,080.35	\$ 6,783.55	\$6,216.45
Assistant Director of Finance	\$0.00	\$ -	\$ -	\$ -	\$0.00
Senior Accountant	\$3,000.00	\$ 1,491.41	\$ 312.63	\$ 1,804.04	\$1,195.96
Junior Accountant	\$2,000.00	\$ -	\$ -	\$ -	\$2,000.00
Bookkeeper	\$3,000.00	\$ 384.39	\$ 107.82	\$ 492.21	\$2,507.79
Professional Development	\$2,000.00	\$ 912.37	\$ 115.25	\$ 1,027.62	\$972.38
Payroll Taxes	\$6,500.00	\$ 1,668.80	\$ 221.93	\$ 1,890.73	\$4,609.27
Workers Compensation Insurance	\$300.00	\$ 107.42	\$ 11.23	\$ 118.65	\$181.35
Pension	\$3,750.00	\$ 891.79	\$ 85.87	\$ 977.66	\$2,772.34
Employee Group Insurance	\$13,000.00	\$ 5,817.53	\$ 639.81	\$ 6,457.34	\$6,542.66
Job Advertising	\$500.00	\$ -		\$ -	\$500.00
New Employee Screening	\$250.00	\$ -		\$ -	\$250.00
Total Personnel	\$ 105,300.00	\$ 41,541.95	\$ 4,089.74	\$ 45,631.69	\$ 59,668.31
Operating	Budgeted Dollars				
Accounting/IT/Legal Consulting	\$20,000.00	\$ 324.48	\$308.00	\$ 632.48	\$19,367.52
Postage/Shipping	\$15,000.00	\$ 560.32	\$ 132.67	\$ 692.99	\$14,307.01
Auditing	\$3,500.00	\$ 1,318.83	\$ 137.89	\$ 1,456.72	\$2,043.28
Travel/Lodging	\$500.00	\$ -		\$ -	\$500.00
Rent	\$46,000.00	\$ 4,474.25	\$440.04	\$ 4,914.29	\$41,085.71
Telephone Service	\$3,500.00	\$ 923.93	\$ 354.64	\$ 1,278.57	\$2,221.43
General Business Liability Insurance	\$750.00	\$ 196.63	\$ 20.56	\$ 217.19	\$532.81
Insurance-Directors & Officers	\$1,250.00	\$ 479.16	\$ 50.10	\$ 529.26	\$720.74
Office Expense	\$91,700.00	\$ 1,279.49	\$ 246.92	\$ 1,526.41	\$90,173.59
Computer Resources	\$25,000.00	\$ -	\$ -	\$ -	\$25,000.00
		\$ -		\$ -	
Total Operating	\$ 207,200.00	\$ 9,557.09	\$ 1,690.82	\$ 11,247.91	\$ 195,952.09
Equipment	Budgeted Dollars				
Equipment Service Contracts	\$500.00	\$ 180.24	\$ 35.85	\$ 216.09	\$283.91
Total Administrative Expenses	\$ 313,000.00	\$ 51,279.28	\$ 5,816.41	\$ 57,095.69	\$ 255,904.31

Real Alternatives
Actual Services Expenses
Indiana: Fiscal Year 2015-16

Cost Category	Budgeted Dollars	Actual Expenses YTD-Mar 2016	Actual Expenses Apr-16	Actual Expenses YTD-Apr 2016	Remaining Cost May 2016 to Sep-2016
Personnel					
Vice President of Operations	\$45,000.00	\$ 11,607.33	\$ 717.07	\$ 12,324.40	\$32,675.60
Indiana Services Director	\$40,000.00	\$ -		\$ -	\$40,000.00
Services Coordinator	\$4,000.00	\$ 2,708.61	\$ 381.97	\$ 3,090.58	\$909.42
Billing Coordinator	\$5,000.00	\$ 1,777.50	\$ 162.00	\$ 1,939.50	\$3,060.50
Services Assistance	\$3,000.00	\$ 1,866.95	\$ 166.78	\$ 2,033.73	\$966.27
Service Provider Approval	\$5,000.00	\$ 1,275.52	\$ 4.50	\$ 1,280.02	\$3,719.98
Service Provider Monitoring	\$5,000.00	\$ 74.41		\$ 74.41	\$4,925.59
Hotline Counselor	\$4,000.00	\$ 294.77	\$ 48.82	\$ 343.59	\$3,656.41
Payroll Taxes	\$9,000.00	\$ 1,393.43	\$ 126.21	\$ 1,519.64	\$7,480.36
Workers Compensation Insurance	\$500.00	\$ 87.90	\$ 9.19	\$ 97.09	\$402.91
Pension	\$2,000.00	\$ 445.88	\$ 36.42	\$ 482.30	\$1,517.70
Employee Group Insurance	\$10,000.00	\$ 3,299.45	\$ 368.21	\$ 3,667.66	\$6,332.34
Total Personnel	\$ 132,500.00	\$ 24,831.75	\$ 2,021.17	\$ 26,852.92	\$ 105,647.08
Operating	Budgeted Dollars				
Client Education Materials	\$120,000.00	\$ 3.60	\$84,985.84	\$ 84,989.44	\$35,010.56
Services Advertising	\$485,000.00	\$ 19,208.88	\$373,801.18	\$ 393,010.06	\$91,989.94
Meetings/Seminars/Conference	\$7,000.00	\$ -		\$ -	\$7,000.00
Travel/Lodging To Service Provi	\$10,000.00	\$ -		\$ -	\$10,000.00
Srvcs Database Consulting & De	\$15,000.00	\$ 2,677.50	\$403.75	\$ 3,081.25	\$11,918.75
Client Service Providers	\$2,412,500.00	\$ 634,998.03	\$128,040.12	\$ 763,038.15	\$1,649,461.85
Toll-free Referral System	\$5,000.00	\$ 309.40	\$84.31	\$ 393.71	\$4,606.29
Contract Closeout Cost	\$0.00	\$ -		\$ -	\$0.00
		\$ -		\$ -	
		\$ -		\$ -	
		\$ -		\$ -	
Total Operating	\$ 3,054,500.00	\$ 657,197.41	\$ 587,315.20	\$ 1,244,512.61	\$ 1,809,987.39
Equipment	Budgeted Dollars				
Pregnancy Test Kits	\$0.00	\$ 392.40	\$ 316.10	\$ 708.50	(\$708.50)
Total Services Expenses	\$ 3,187,000.00	\$ 682,421.56	\$ 589,652.47	\$ 1,272,074.03	\$ 1,914,925.97